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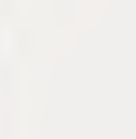
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June 1997
A Newsletter for
Minority Business
Enterprise Vendors
and Property
Management
Professionals

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Challenging Equal Opportunity



First Construction Contract Signed in Demonstration Disposition Program

by Steven D. Pierce, MHFA Executive Director

There have been many milestones reached in the Demonstration Disposition Program (Demonstration), but none as rewarding as the signing of the construction contract earlier this month between MHFA and the John B. Cruz Company of Roxbury for the Sonoma, Maple, Schuyler Apartments (SMS), signifying that the construction phase of this federally funded program had finally arrived.

The John B. Cruz Construction Company was designated the winning bidder for the SMS contract. Cruz Construction has also been conditionally designated as the winning bidder for the Fieldstone Apartments construction contract; further negotiations are underway.

The Demonstration involves \$200 million of renovation work to 11 distressed HUD-foreclosed housing developments and the transfer of ownership to resident and resident-controlled entities. MHFA is administering the program for the U.S.

Right: The 119-unit
Sonoma, Maple &

Schuyler Apartments Demonstration Disposition Program construction contract was recently signed between MHFA and the John B. Cruz Construction Company.



Department of Housing and Urban Development (HUD).

MHFA and HUD staff and Demonstration residents have met major challenges since the Demonstration was announced in 1993. In the past two years, interim managers were named for the properties located in Boston's Roxbury, South End and Dorchester neighborhoods. New security contracts were awarded following a review and selection process by MHFA staff and residents, while contracts

were signed locking in federal funding for long-term subsidies.

In October 1996, on-site relocation of residents began at Franklin Park and Theroch Apartments. Relocation consultants were awarded contracts in March 1996, and have the task of coordinating the planning and relocation of residents living in Demonstration properties while the units are being rehabilitated. Through hard work and many face-to-face meetings between

(continued on page 2)

Crime Rates at Boston Developments Plummet in 1996

Through the coordinated efforts of residents, security patrols, police and community outreach, crime rates for the 43 MHFA-financed developments in Boston covered under the MHFA security program dropped significantly

in 1996. The total number of serious crimes reported in 1996 was 651, down from 930 reported crimes in 1995 (see chart on page 3).

Police presence in the inner-city has certainly had an impact on the

(continued on page 3)

Projected Demonstration Disposition Construction Bid Schedule

Development	Estimated Construction Amount	Notification Dates re: Bid Solicitations	Bid Package Available	Bids Due	Anticipated Construction Begins
Group I					
Fieldstone Apartments	\$2,600,000	12/13/96	3/26/97-Rebid	4/18/97-Rebid	7/97
Sonoma, Maple & Schuyler	\$9,970,000	12/13/96	1/21/97	2/28/97	7/97
Camfield Gardens Demolition and Abatement	\$2,400,000	3/22/97	4/16/97	5/7/97	7/97
Theroch IIB	\$920,000	12/13/96	4/23/97-Rebid	5/14/97-Rebid	7/97
Group II					
Washington Heights II: (42-44 Regent Street)	\$1,400,000	1/13/97	4/30/97	5/28/97	7/97
Washington Heights I	\$13,900,000	1/13/97	4/30/97	6/4/97	8/97

MHFA Celebrates Asian/Pacific American Heritage Month



Top right: (l-r) MHFA Executive Director Steven Pierce, Zheng soloist Shin-Yi YANG, CAPAY coordinator Vivian W. Lee and EO Director Wilson Henderson at MHFA's Asian/Pacific American Heritage Month Celebration.

Bottom: Shin-Yi YANG, a native of Taiwan, performed several musical selections at the celebration.



MHFA's Asian/Pacific American Heritage Month Celebration took place on May 6th with a tribute to Asian/Pacific American youth.

Shin-Yi YANG performed several selections on an ancient Chinese stringed instrument called a Zheng. The Zheng has 21 strings and is a very popular instrument in Eastern and Western cultures. Ms. Yang has given performances at The Boston Conservatory, Harvard University and the New England Conservatory.

Vivian W. Lee, the coordinator for the Coalition for Asian Pacific American Youth (CAPAY), was the featured keynote speaker. Sponsored by the UMass-Boston Institute for Asian American Studies, CAPAY is a youth-led, statewide leadership development network that targets Asian/Pacific American youth. The majority of CAPAY youth are high school juniors and seniors. Lee discussed education and the obstacles youth face in the Asian American community. ■

First Construction Contract Signed in Demonstration Disposition Program

(continued from page 1)

the consultants, residents and MHFA concerning the residents' needs and situations, resident relocations have been successful.

Another agreement reached in November 1996, after several months of protracted negotiations, dealt with two important issues. The first topic dealt with indemnification of the Agency against certain claims that may be brought against it during the relocation and construction phases of the Demonstration. HUD and MHFA will share, on an equal basis, the costs of any claims occurring during the Demonstration.

The second issue clarified the Minority Business Enterprise (MBE) and neighborhood economic development goals of the Demonstration. One of the program's major goals is to create economic opportunity in the communities where the developments are located.

The agreement with HUD stipulates a neighborhood economic development goal in which businesses with past or future commitments in MHFA Linkage Areas I and II are utilized in 80% of all controllable expenditures and through the employment of residents from their communities, whenever possible.

The Demonstration also specifies achieving 30% MBE participation in all controllable expenses, which provides equal opportunity to MBEs by remedying past discrimination through outreach and various means, including technical assistance and loan programs targeted to MBEs involved in the Demonstration.

As part of its effort to achieve the 30% MBE participation and 80% neighborhood economic development goals, MHFA has divided the work needed on the 11 Demonstration developments into 17 separate construction packages and revised its bid scoring system to address the percentage of contract dollars geared to MBEs.

Many people have dedicated numerous hours since initial work began on the Demonstration in 1994. As the first nail is struck, it is important to realize that this program will dramatically change the way the nation looks at what a partnership between federal, state and private entities can accomplish when working together with common goals. This program is truly a "Demonstration" for the rest of the nation to follow in providing affordable housing in a safe environment to low- and moderate-income families. ■



One Beacon Street
Boston, MA 02108-3110
(617) 854-1000



Crime Rates at Boston Developments Plummet in 1996



(l-r) Thaddeus Miles, MHFA Director of Public Safety, Patricia Mayo, Chairperson, Franklin Park Security Task Force and Sgt. Ernesto Rodriguez of Naratoon-Wackenhut Security Company.

(continued from page 1)

falling crime figures, but according to Thaddeus Miles, MHFA Director of Public Safety, a good deal of the credit belongs to the residents themselves. "The willingness of the residents to participate with law enforcement has been a positive. The residents of these communities have stepped up to the challenge, and made themselves responsible for their residences."

One particular aspect of the residents working with law enforcement officials is the monthly Neighborhood Safety Task Force meetings. There are three separate groups (Franklin Park, Academy Homes and Grant Manor) that meet every month representing different sections of the South End, Dorchester and Roxbury. There are plans to hold combined area meetings within the next six months. These meetings are attended regularly by residents, security companies, management companies, Boston police, School police, Bromley-Heath police, Boston Municipal police, MBTA police and the State police. "These meetings generally address the overall quality of life and crime and violence in their communities," said Miles.

Patricia Mayo, Chairperson of the Franklin Park Security Task Force says, "The residents have learned to monitor their communities, and when they see something, they can alert the authorities. They are definitely taking an active part in the policing of their respective communities."

"The residents are our eyes out there," said Sgt. Ernesto Rodriguez of Naratoon-Wackenhut Security Company. "Without the residents, our job would be impossible. We're only out there for 8 hours at a time. They live there permanently and are trying to make their communities a safer place to live. The residents are constantly telling us what is going on or if they see something that doesn't look right. Then it's our responsibility to act on it."

The effort is helped by educational programs like the Northeastern University Tutorial Program that's designed to keep youths out of trouble and to assist children with their

schoolwork. The 3-year-old program transports Camfield Gardens and Roxse Homes youths ages 8-14, four days a week to Northeastern University to receive one-on-one academic tutoring by college students.

Resident computer centers are also prevalent in many developments. These centers allow residents to complete schoolwork and learn the different software used in today's business world. Some developments offer on-site, after-school care and tutoring programs for school aged kids.

The Boston-based Neighborhood Justice Network has also trained 18 residents to do outreach to address the crime and violence in the community that impacts the quality of life. ■

REPORTED CRIME RATES FOR 1995-96

	1995 Total	1996 Total	% Change 95-96
Assault	218	93	-57%
Robbery	23	20	-13%
Homicide	12	2	-83%
Burglary	95	62	-34%
Dangerous Weapons	29	46	59%
Controlled Substance	293	239	-18%
Domestic	218	97	-56%
Motor Vehicle Theft	42	92	119%

Contractor Working Capital Loan Program

The Contractor Working Capital Loan Program (CWCLP) offers loans of up to \$50,000 to minority- and women-owned businesses that can successfully complete contracts providing goods and services to management companies of MHFA-financed developments or construction work in the development of new MHFA-financed affordable housing.

Loans are to be used by M/WBES for working capital or equipment purchases. CWCLP loans are "but for" loans, meaning that *but for* the

program, these loans would not be made through conventional lending programs. In addition to the loan, technical assistance will be provided in areas such as accounting, bonding and construction management.

Contact Jonathan Zinman of the Massachusetts Community Development Finance Corporation at (617) 482-9141 for information regarding the CWCLP. ■



Skyline Management Company

When a company manages just 240 units in a development that was the first subsidized apartment complex in the town of Braintree over 20 years ago, you might think that contractors already not in the loop of business would be shut out from winning contracts for work.

This is certainly not the norm at the Skyline Management Company. Robert Joseph, Controller and CEO, says he is always looking for different companies to perform work at Skyline Apartments. "One of our best chances to meet and talk to a variety of companies is the MHFA MBE/Management Company Trade Fair," says Joseph. "I've personally attended all six of these trade fairs and have made solid business contacts."

Skyline Management has 14 employees, of which 10 are assigned to Skyline Apartments. The company has consistently attained its MHFA MBE goal achievement of 12%. "I usually solicit bids from at least three different contractors, and I always try to include at least one MBE in this process," says Joseph.

One problem Joseph noticed in the past is that some MBEs did not bother to respond to an invitation to bid on

projects. "This is not as prevalent today as it was just a few years ago," said Joseph. "I have awarded contracts to MBEs that I met during the trade fairs and from word-of-mouth from other management companies. I also use the MBE listing provided by MHFA. MBEs should take advantage of forums like these trade fairs, because management companies are always looking for contractors who do quality work at a fair price."

Joseph thinks that the MBE trade fairs could be even better if there were more companies taking part in them. "I see the same people there every year. More front line contractors have to be represented because these are the firms that management companies use the most," remarked Joseph. "I would like to see more painters, rug installers and construction companies at the trade fairs because there are always contracts out to bid for these types of services. I would also like to see more WBEs take advantage of these events. I have contracted several WBEs that I met at the trade fairs."



Robert Joseph, Controller and CEO of Skyline Management Company

"I have dealt with some excellent MBEs," says Joseph. "Pueblo Contracting, Concord Square Painting and the White Nile Company do consistently quality work and they are always reliable. MBEs are always invited to bid on any work that Skyline Management Company offers."

The MBEs that Joseph has dealt with have been well organized, and pay attention to detail. "If any of the MBEs that I have dealt with have any questions or need guidance with their business, I would look forward to assisting them in helping them succeed in today's complex business world," said Joseph.



(l-r) MHFA Executive Director Steven Pierce, EO Senior Analyst Pauline Coulter, singer Velma DuPont, EO Director Wilson Henderson and Boston Globe Managing Editor Gregory Moore at MHFA's 9th Annual Black History Month Celebration.

MHFA Celebrates Black History Month

MHFA's 9th Annual Black History Month Celebration took place on February 4th with a tribute to "African-American Contributions to Journalism."

Velma DuPont, coloratura soprano, a native Mississippian and a winner of local and state voice competitions opened the festivities with a musical selection.

Gregory Moore, the Managing Editor of The Boston Globe, was the featured keynote speaker. Moore is the third ranking editor at the



**African-American
Contributions
to Journalism**

paper behind the editor and executive editor.

Moore has over twenty years experience in the newspaper business and discussed the long history of blacks in newspaper journalism. He spoke about the early trials and tribulations of black journalists and the state of blacks in today's newspaper business. ■

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Demonstration Meeting Held for MBE Subcontractors



Ronnette Taylor, President of Basic Elements Corp. (r), discusses the revised bid scoring system with another subcontractor at the MHFA Demonstration meeting for minority subcontractors.

As a follow-up to MHFA's Demonstration Disposition Program meeting for MBE contractors in December 1996, the Agency's Equal Opportunity Division (EO) held a meeting for MBE subcontractors at the Contractors Association of Boston (CAB) on January 28th.

At the meeting, representatives from MHFA's EO and Design and Technical Departments were on hand to answer questions about MBE involvement in the Demonstration from over 70 MBE contractors and subcontractors.

"MHFA seems to have a true goal to make sure that MBEs do participate in this program," said Ronnette A. Taylor, President of Basic Elements Corporation. "I think that with the information, training and workshops offered by the Agency, all of the parts are finally coming together for this project."

Taylor is a veteran of many MHFA training seminars including estimating, and business development and planning. She stated, "These programs have really opened up doors for my firm by giving me the proper training on how to develop a business the right way."

Updates on the Demonstration's revised bid scoring system, monitoring, phased bonding and payment of subcontractors, the Owner Controlled Insurance Program and MHFA's MBE community economic development goals were presented to the subcontractors in attendance.

"The neighborhood economic development goals will significantly benefit companies located in MHFA Linkage Areas I and II," said MHFA EO Director Wilson Henderson. "Contractors will be continuously monitored by MHFA throughout the construction process for achieving the 30% MBE participation goal and 80% community economic development standards."



"I think MHFA is doing a very good job on informing and helping minority contractors to get involved with this program," said John B. Cruz, President of John B. Cruz Construction. "When you compare MHFA with any other state agency, no one else can match the Agency's record of working with MBEs. Meetings like this prove that the Agency is sincere in its efforts to have MBEs take a major part in the Demonstration."

The meeting also featured an update of the surety bonding process and overviews of the Agency's CATA and Contractor Working Capital Loan Programs. ■

Springfield MBE Trade Fair

Right: The 3rd Annual Springfield Minority Business Enterprise/Management Company Trade Fair was held on November 21, 1996. Twelve Springfield MBEs were awarded special achievement awards by MHFA Executive Director Steven Pierce (l). The MBEs were honored for their longevity, steady growth, job creation and contributions to their respective communities.



Left: Over 100 MBEs and management companies took part in MHFA's 3rd Annual Minority Business Enterprise/Management Company Trade Fair.

Long Bay Strives for Inner-City Economic Development



Kenneth Guscott

What do nuclear engineering and housing management have in common? Tough question, but not if you talk to Kenneth Guscott. Guscott is a General Partner of family-owned Long Bay Management Company in Dorchester along

with brothers Cecil, George and the Chairman of the Board, Mom.

Formally trained as a nuclear engineer by the U.S. Merchant Maritime Academy, and employed full time at the Fore River Shipyard in Quincy, MA as the chief test engineer, Guscott made what appears to be a 180 degree career turn into affordable housing development and management in the late 1960's.

"If you are fortunate enough to be raised in a family that values education, you learn to work as a team and realize that there are other things in life that have to be done," says Guscott. "We saw a community that was exploited, torn apart because of neglect. Therefore, going into Grove Hall in Dorchester and trying to find out why this neglect was present, was just as challenging as developing nuclear power plants."

Guscott was born in Roxbury and his family still resides near Grove Hall. The Guscott family was concerned that if somebody was going to straighten out "the mess" in the inner-city, it was those who were fortunate enough to get an education. He realized that he could not solve all of the area's problems, so he and his family have stuck together and concentrated on the issue of affordable housing in the inner-city. "Our goal was how to provide housing and jobs for the inner-city people," said Guscott.

Long Bay Management Company was formed in 1968, but really jumped into the housing field with its first project, Hartwell Terrace, a 17-unit development completed in 1974 and financed by MHFA. Over 40% of the original tenants of Hartwell Terrace still live there today. The Guscott family has developed their company into a firm that is a leader in developing, rehabilitating, managing and relocating subsidized urban housing for low- and moderate-income residents. Long Bay Management Company has successfully owned, developed and managed more than 1,100 multifamily apartments in the Roxbury/Dorchester communities of Boston, and currently manages 385 units for the Franklin Park Development Tenant Association and MHFA.

When Long Bay Management bought its first large housing development in 1976, Mazing Court, the company was picketed by an organization called Fair Share.

"If you are fortunate enough to be raised in a family that values education, you learn to work as a team and realize that there are other things in life that have to be done. . . Our goal was how to provide housing and jobs for the inner-city people."

Kenneth Guscott
General Partner
Long Bay Management
Company

This organization portrayed Long Bay as inner-city slum lords. A Boston Globe newspaper reporter caught wind of the controversy and talked to the development's tenants face-to-face. When the story came out that the tenants supported Long Bay Management, the controversy ended.

Guscott feels that some of the problems of the inner-city fall to government because of the lack of equal access to educational opportunities, the lack of political representation and the lack of jobs for minorities.

"There is more to building a community than the bricks and mortar," said Guscott. "This is why I attend and speak out at the MHFA Linkage Area Committee meetings. The Demonstration Disposition is a great opportunity to help build economic development in the community. I know it can be done, and to a certain extent with the Demonstration it is being done, but more can be done."

Long Bay Management Company has hired 90% of its employees from the inner-city community, while attaining MHFA's highest MBE goal achievement of 55%. This is something that the company has always done, along with keeping the company's home base in Grove Hall.

Guscott believes that the biggest hindrance to MBEs succeeding in today's business world is getting into the current system. "The current system is built to protect those who are there and not for new businesses, whether they are MBEs or majority owned, who are trying to enter the system," said Guscott. "The key is, that the small businessman has to be given the initial chance to succeed."

Guscott stresses that economic development in the community is as important as MBE development, because the inner-city community is almost 100% minority.

MBE Trade Fair a Great Success!

Education is the key for success, according to Guscott. Long Bay Management believes strongly in education, and works with the Massachusetts Pre-Engineering Program to identify inner-city youths who have potential. "You will not survive in this world unless you learn how to read, write and think," said Guscott.

Long Bay is currently working with HUD on opening a neighborhood computer education center on Cheney Street in Dorchester. Tenants will be invited in during school hours to become familiar with computers. After school is set aside for the kids to learn and complete their school work. During the evening, residents who work during the day are given the opportunity to learn about computers. "These computers will be used up to 15 hours a day exposing the people to what is going on in the world," said Guscott.

Long Bay also sponsors Saturday morning book reading classes and awards educational scholarships to deserving college-bound students.

Guscott, who briefly ran for Congress in the 1970's, is a driving force for voter registration. Long Bay uses its own funds to run voter education and registration drives. When people come to rent an apartment from Long Bay, they are asked up front if they are registered to vote because that is how things get done in Boston. "If you call up City Hall to complain about your street not being plowed, they look on their computer screen to see if you vote," remarked Guscott. "If you voted, your street will be plowed before you get off the phone; if you didn't vote, you'll wait until the sun comes out in the springtime to melt that snow."

Over 450 M/WBEs attended MHFA's Seventh Annual Minority Business Enterprise/Management Company/General Contractor Trade Fair. State Representative Charlotte Golar-Richie was the keynote speaker and discussed community development issues and challenges facing M/WBEs in the Greater Boston Area.

Informative workshops were held emphasizing the bidding selection process and successful marketing techniques. Frank Perrone, Chief Financial Officer of Tara Construction Co., said, "The Trade Fair is a great introductory marketing tool for new companies that want to participate in the MHFA affordable housing markets."

The Trade Fair is a networking event designed to give M/WBEs an opportunity to showcase their goods or services to MHFA's management companies and general contractors. Wilson Henderson, Director of MHFA's Equal Opportunity Division, said, "Hopefully, from this type of event, we'll be able to

increase the pool of contractors that management companies and general contractors can refer to when bidding opportunities become available."

M/WBEs acquired over \$33 million in vendor/construction contracts at MHFA-financed developments during fiscal year 1996. MHFA's Equal Opportunity Division will follow-up with M/WBE participants to determine how many contracts were generated from associations made at the April 1997 Trade Fair. ■



Above: MHFA's 7th Annual MBE Trade Fair was attended by more than 400 participants. The fair promoted business opportunities for M/WBEs by bringing them together with property managers from MHFA-financed housing developments.



Left: MHFA offered six workshops for M/WBEs at the 7th annual trade fair. The workshops provided instruction on successful marketing techniques and what management companies and general contractors take into consideration during the bid process.

From the Mailbox...



MHFA's participation at our 22nd Annual Awards Dinner was extremely appreciated. The Board of Directors want to thank MHFA for supporting the NEMPC with sponsorship this year.

**The New England Minority
Purchasing Council, Inc.**

I would like to thank MHFA for its continuous efforts in bringing forward training and information to the MBEs in the Greater Springfield area. These efforts include the business planning seminar and the Springfield MBE/Management Company Trade Fair, which were innovative and comprehensive programs.

I thank MHFA for assisting the MBEs of Greater Springfield.

**Daniel Brightwell, Sr.
President**

**Daniel Brightwell Jr., Insurance
Agency**

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
ANSWERING SERVICE APARTMENT RENTAL APPLIANCES	RAMBLEWOOD APTS	CMJ MANAGEMENT	MARIE MORREALE	(617)767-3636	ONGOING
	HANOVER WOODS	HARBOR MANAGEMENT	AVIS SACCHETTI	(617)826-1185	ONGOING
	BRIGHTON GARDENS APTS	LOMBARDI CORP	LOUIS M LOMBARDI	(617)254-7721	ONGOING
	FALLS VIEW APTS	ALLANDALE MANAGEMENT CO	VI BALOWIN	(413)594-5113	ONGOING
	PHEASANT HILL VILLAGE	WESTWOOD MANAGEMENT	SANDRA LEPORE	(413)789-1131	ONGOING
	POWER TOWN APTS	ALLEN MANAGEMENT COMPANY	SHARON COTTRELL	(413)863-9433	ONGOING
	WILBRAHAM COMMONS	WESTWOOD MANAGEMENT	OOROTHY PALUCK	(413)596-8372	ONGOING
ASPHALT REPAIRS	713 DUDLEY STREET ASSOC.	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	HADLEY WEST APTS	PEABODY PROPERTIES	RICK TALLENT	(508)373-9571	ONGOING
	SOLEMAR	CLAREMONT MANAGEMENT	VALERIE ALVES	(508)997-6585	ONGOING
BALCONY REPLACEMENT CABINET SUPPLIES	MEADOWBROOK APTS	MCNEIL MANAGEMENT	PAUL PLATEK	(413)586-2647	ONGOING
	HAMPSHIRE PINE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	JARVIS HEIGHTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	LEEDS VILLAGE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	NORTHEAST APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
CABINETS	SARGEANT ARMS APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	CLARK HOUSE	JCM MANAGEMENT CO	ELIZABETH MASSEY	(413)256-0141	ONGOING
	COTTON MILL APTS	FEDERAL MANAGEMENT	JONATHAN N DONAHUE	(617)482-8925	ONGOING
	LORD MANOR	WESTON ASSOCIATES	GEORGE KAY	(508)452-5575	ONGOING
	MARCUS GARVEY GARDEN	CORNU MANAGEMENT	CHESTERFIELD ADAMS	(617)442-0281	ONGOING
CARPENTRY	WATERVIEW APTS	FEDERAL MANAGEMENT	JONATHAN N DONAHUE	(617)482-8925	ONGOING
	BLAKE ESTATES I & II	BEACON RESIDENTIAL	MAUREEN E STETSON	(617)364-5277	ONGOING
	CLARK HOUSE	JCM MANAGEMENT CO	ELIZABETH MASSEY	(413)256-0141	ONGOING
	HAOLEY WEST APTS	PEABODY PROPERTIES	RICK TALLENT	(508)373-9571	ONGOING
	HANO STREET APTS	MALONEY PROPERTIES	JOYCE MCMAHON	(617)449-7887	ONGOING
CARPET CLEANERS	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617)581-5100	ONGOING
	MARKET MILL APTS	PEABODY PROPERTIES	MARK REGAN	(508)454-2539	ONGOING
	MEADOWBROOK APTS	MCNEIL MANAGEMENT	PAUL PLATEK	(413)586-2647	ONGOING
	HAYNES HOUSE	MALONEY PROPERTIES	VUTH PICK	(617)541-2077	ONGOING
	MAOISON PARK VILLAGE	MALONEY PROPERTIES	VUTH PICK	(617)541-2077	ONGOING
CARPETING	MILLHAUS APTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508)529-4460	ONGOING
	HAMPSHIRE PINE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	JARVIS HEIGHTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	LEEDS VILLAGE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	NORTHEAST APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	SARGEANT ARMS APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	BEOFORO VILLAGE	S-C MANAGEMENT	BETTY TENWOLOE	(617)275-1038	ONGOING
	BRIGHTON GARDENS APTS	LOMBARDI CORP	LOUIS M LOMBAROI	(617)254-7721	ONGOING
	FALLS VIEW APTS	ALLANDALE MANAGEMENT CO	VI BALOWIN	(413)594-5113	ONGOING
	FORT HEATH APTS	FORT HEATH MANAGEMENT	SANFORO A KAPLAN	(617)527-2400	ONGOING
	GREEN HILL TOWER	CORNERSTONE CORP	JANE HUTCHINS	(508)755-6062	ONGOING
	GREENFIELD ACRES	G.A. MANAGEMENT	JIM HUGHES	(508)238-4366	6/30/97
	HARBOR LOFT APTS	CROWNINSHIELD MGMT	FRANK QUIRK	(617)598-4247	ONGOING
	HOLYOKE HILL	CORNERSTONE CORP	GLORIA HUNTER	(413)534-3963	ONGOING
	INOIAN MOTOCYCLE	PEABODY PROPERTIES	AOOIE HARRIS	(413)734-2955	ONGOING
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617)581-5100	ONGOING
	LINCOLN VILLAGE	CORNERSTONE CORP	JILL OUELLETTE	(508)852-2521	ONGOING
	LORD MANOR	WESTON ASSOCIATES	GEORGE KAY	(508)452-5575	ONGOING
	MALDEN GARDENS	CORNERSTONE CORP	JANET KING	(617)322-0580	ONGOING
	MARCUS GARVEY GAROEN	CORNU MANAGEMENT	CHESTERFIELD AOAMS	(617)442-0281	ONGOING
	MARKET MILL APTS	PEABODY PROPERTIES	MARK REGAN	(508)454-2539	ONGOING
	MEADOWBROOK APTS	MCNEIL MANAGEMENT	PAUL PLATEK	(413)586-2647	ONGOING
	MILLHAUS APTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508)529-4460	ONGOING
	NORTHERN HEIGHTS	CORNERSTONE CORP	BRENOA OGAN	(413)734-3276	ONGOING
	PHEASANT HILL VILLAGE	WESTWOOD MANAGEMENT	SANDRA LEPORE	(413)789-1131	ONGOING
	PLEASANT PLAZA	CORNERSTONE CORP	NANCY PAGLIARO	(617)397-7515	ONGOING
	POWER TOWN APTS	ALLEN MANAGEMENT COMPANY	SHARON COTTRELL	(413)863-9433	ONGOING
	RIVERVIEW MEADOWS	DOUGLAS A KING BUILDERS	OIERDRE AMES	(508)880-3727	ONGOING
	ROCKLAND PLACE	CORNERSTONE CORP	JEANNE FULLER-JONES	(617)871-2323	ONGOING
	ROYAL WORCESTER APTS	STATE STREET DEVELOP.	LINOA NASH	(508)755-1406	ONGOING

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
CARPETING (CONT.)	SHERWOOD VILLAGE	CORNERSTONE CORP	DONNA SANTOS	(508)651-1811	ONGOING
	SUMMERHILL GLEN	MCNEIL MANAGEMENT	BONNIE L FINLEY	(617)762-4800	ONGOING
	SUMMIT HILL APTS	FEDERAL MANAGEMENT	CARMEN NIEVES	(413)733-1800	ONGOING
	WATERVIEW APTS	FEDERAL MANAGEMENT	JONATHAN N DONAHUE	(617)482-8925	ONGOING
	WATERWAY APTS	WINGATE MANAGEMENT	JOY H AGNELLI	(508)534-0390	ONGOING
	WILBRAHAM COMMONS	WESTWOOD MANAGEMENT	DOROTHY PALUCK	(413)596-8372	ONGOING
	WORTHY APARTMENTS	CORNERSTONE CORP	JOYCE BLAIN	(413)736-2502	ONGOING
	OXFORD COURT	CLAREMONT MANAGEMENT	MARYJO BATES	(508)368-8755	ONGOING
CAULKING	MARCUS GARVEY GARDEN	CORNU MANAGEMENT	CHESTERFIELD ADAMS	(617)442-0281	ONGOING
CLEANING SERVICES	BEDFORD VILLAGE	S-C MANAGEMENT	BETTY TENWOLDE	(617)275-1038	ONGOING
	COTTAGE BROOK APTS	MALONEY PROPERTIES	MARK KELLY	(617)442-1444	ONGOING
	MARKET MILL APTS	PEABODY PROPERTIES	MARK REGAN	(508)454-2539	ONGOING
CONSTRUCTION	HAMPSHIRE PINE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	JARVIS HEIGHTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	LEEDS VILLAGE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	NORTHEAST APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	SARGEANT ARMS APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
COUNTERTOP REPLACEMENT	COTTON MILL APTS	FEDERAL MANAGEMENT	JONATHAN N DONAHUE	(617)482-8925	ONGOING
	FALLS VIEW APTS	ALLANDALE MANAGEMENT CO	VI BALDWIN	(413)594-5113	ONGOING
	ROLFE HOUSE	SHP MANAGEMENT	NANCY HEARNE	(617)593-7884	8/31/97
	ROYAL WORCESTER APTS	STATE STREET DEVELOP.	LINDA NASH	(508)755-1406	ONGOING
	WATERVIEW APTS	FEDERAL MANAGEMENT	JONATHAN N DONAHUE	(617)482-8925	ONGOING
CURB CUTS	PALMER GREEN ESTATES	BEACON RESIDENTIAL	NANCY SALVIA	(413)283-9753	ONGOING
DECK REPLACEMENT	BROOKSIDE TERRACE APTS	MEREDITH MANAGEMENT	DAVE BENNETT	(508)764-7675	ONGOING
DOOR REPLACEMENT	CASTLE SQUARE APTS	WINN MANAGEMENT	MICHAEL CLARKE	(617)426-5517	ONGOING
	CEFALO MEMORIAL	M B MANAGEMENT	KEVIN PLOURDE	(617)662-0223	ONGOING
EIFS WALL SYSTEM REPAIR	HANCOCK COURT	O P PROPERTIES	CINDY DUFF	(617)773-9542	ONGOING
ELECTRICAL	713 DUDLEY STREET ASSOC.	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	BRIGHTON GARDENS APTS	LOMBARDI CORP	LOUIS M LOMBARDI	(617)254-7721	ONGOING
	CAST I	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	EBENEZER HOMES	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	HAYNES HOUSE	MALONEY PROPERTIES	VUTH PICK	(617)541-2077	ONGOING
	INDIAN MOTOCYCLE	PEABODY PROPERTIES	ADDIE HARRIS	(413)734-2955	ONGOING
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617)581-5100	ONGOING
	MADISON PARK VILLAGE	MALONEY PROPERTIES	VUTH PICK	(617)541-2077	ONGOING
	MARKET MILL APTS	PEABODY PROPERTIES	MARK REGAN	(508)454-2539	ONGOING
	NEWCASTLE/SARANAC APTS	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	TANNERY I APTS	CROWNINSHIELD MGMT	WALTER GORMAN	(508)532-4800	ONGOING
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617)581-5100	ONGOING
	ROLLING GREEN @ AMHERST	MEREDITH MANAGEMENT	FRAN MILESKI	(413)253-3000	ONGOING
	BRIGHTON GARDENS APTS	LOMBARDI CORP	LOUIS M LOMBARDI	(617)254-7721	ONGOING
	LOUIS A BARETT APTS	HARBOR MANAGEMENT	DIANE M MAHONEY	(617)598-3526	ONGOING
	HARBOR LOFT APTS	CROWNINSHIELD MGMT	FRANK QUIRK	(617)598-4247	ONGOING
	929 HOUSE	MCNEIL MANAGEMENT	BONNIE L FINLEY	(617)762-4800	ONGOING
	BERKSHIRETOWN	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	COTTAGE BROOK APTS	MALONEY PROPERTIES	MARK KELLY	(617)442-1444	ONGOING
ELECTRICAL SUPPLIES	ELMWOOD TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	HAMPSHIRE PINE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
ELEVATOR	HARBOR LOFT APTS	CROWNINSHIELD MGMT	FRANK QUIRK	(617)598-4247	ONGOING
	HOLYOKE TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
ELEVATOR MAINTENANCE	INDIAN MOTOCYCLE	PEABODY PROPERTIES	ADDIE HARRIS	(413)734-2955	ONGOING
	JARVIS HEIGHTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
ELEVATOR REPLACEMENT	JOSEPH HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	LEEDS VILLAGE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
EXTERMINATING	LINDEN TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	MCKINLEY HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	MICHAEL HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	NORTHEAST APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	PROSPECT HEIGHTS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	RAMBLEWOOD APTS	CMS MANAGEMENT	MARIE MORREALE	(617)767-3636	ONGOING

As of
June 1997

(List does not include
Demonstration
Disposition Program
Opportunities)

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
EXTERMINATING (CONT.)	SARGEANT ARMS APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	SYCAMORE HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
FENCING	713 DUDLEY STREET ASSOC.	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	COLUMBIA RD PROPERTIES	MALONEY PROPERTIES	ELENA VILLAFUERTE	(617)288-3490	ONGOING
	RAMBLEWOOD APTS	CMS MANAGEMENT	MARIE MORREALE	(617)767-3636	ONGOING
	ROLLING GREEN MILFORD	MEREDITH MANAGEMENT	JIM KERR	(508)478-0400	ONGOING
	WATERWAY APTS	WINGATE MANAGEMENT	JOY H AGNELLI	(508)534-0390	ONGOING
FIRE ALARM SERVICE	BRIGHTON GARDENS APTS	LOMBARDI CORP	LOUIS M LOMBARDI	(617)254-7721	ONGOING
FIRE ALARMS	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S ALLEN	(617)783-4271	ONGOING
FIRE EXTING. INSPECTION	HADLEY WEST APTS	PEABODY PROPERTIES	RICK TALLENT	(508)373-9571	ONGOING
FIRE PUMP TESTING	OLYMPIA TOWERS	THE BOSTON LAND COMPANY	WAYNE S MARTIN	(508)996-3111	ONGOING
	TABER MILL APTS	THE BOSTON LAND COMPANY	WAYNE S MARTIN	(508)996-3111	ONGOING
FIRE SPRINKLERS	MILLHAUS APTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508)529-4460	ONGOING
FLAGSTONE REPLACEMENT	WESTWOOD GLEN	MCNEIL MANAGEMENT	BONNIE L FINLEY	(617)762-4800	ONGOING
FLOORING	713 DUDLEY STREET ASSOC.	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	CAST I	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	CEFALO MEMORIAL	M B MANAGEMENT	KEVIN PLOURDE	(617)662-0223	ONGOING
	EBENEZER HOMES	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	HADLEY WEST APTS	PEABODY PROPERTIES	RICK TALLENT	(508)373-9571	ONGOING
	OXFORD COURT	CLAREMONT MANAGEMENT	MARYJO BATES	(508)368-8755	ONGOING
	POWER TOWN APTS	ALLEN MANAGEMENT COMPANY	SHARON COTTRELL	(413)863-9433	ONGOING
	ROYAL WORCESTER APTS	STATE STREET DEVELOP.	LINDA NASH	(508)755-1406	ONGOING
FUEL OIL	BERKSHIRETOWN	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	ELMWOOD TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	HOLYOKE TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	JOSEPH HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	LINDEN TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	MCKINLEY HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	MICHAEL HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	NEWCASTLE/SARANAC APTS	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	PROSPECT HEIGHTS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	SYCAMORE HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
FURNACE INSTALLATION	CASTLE SQUARE APTS	WINN MANAGEMENT	MICHAEL CLARKE	(617)426-5517	ONGOING
GENERAL CONTRACTOR	SUMMIT HILL APTS	FEDERAL MANAGEMENT	CARMEN NIEVES	(413)733-1800	ONGOING
GLASS REPLACEMENT	713 DUDLEY STREET ASSOC.	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	APPLE VILLAGE	APT MANAGEMENT	GAIL BOLTON	(508)927-2606	ONGOING
	BORDEN PLACE APTS	PEABODY PROPERTIES	PATRICIA LOMBA-STINSON	(508)673-8410	ONGOING
	BRIGHTON GARDENS APTS	LOMBARDI CORP	LOUIS M LOMBARDI	(617)254-7721	ONGOING
	CAST I	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	EBENEZER HOMES	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	FORT HEATH APTS	FORT HEATH MANAGEMENT	SANFORD A KAPLAN	(617)527-2400	ONGOING
	NEWCASTLE/SARANAC APTS	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
GROUNDS KEEPER	HERITAGE GREEN	MEREDITH MANAGEMENT	ED MERRIAM	(508)347-2200	ONGOING
GUTTERS	MILLHAUS APTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508)529-4460	ONGOING
HANDRAIL INSTALLMENT	COTTON MILL APTS	FEDERAL MANAGEMENT	JONATHAN N DONAHUE	(617)482-8925	ONGOING
HOT TOP REPAIRS	713 DUDLEY STREET ASSOC.	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	BROOKSIDE TERRACE APTS	MEREDITH MANAGEMENT	DAVE BENNETT	(508)764-7675	ONGOING
	HADLEY WEST APTS	PEABODY PROPERTIES	RICK TALLENT	(508)373-9571	ONGOING
	PRESCOTT MILL	MEREDITH MANAGEMENT	RICHARD CZERMAK	(508)368-8500	ONGOING
HVAC	BEDFORD VILLAGE	S-C MANAGEMENT	BETTY TENWOLDE	(617)275-1038	ONGOING
	CAST I	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	COLONIAL APTS	WESTON ASSOCIATES	GLORIA RAKONZA	(508)632-4224	ONGOING
	EBENEZER HOMES	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	HUNTER PLACE	VALLEY REAL ESTATE	J P OLDENBURG	(413)732-4111	ONGOING
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617)581-5100	ONGOING
INTERCOM SYSTEMS	MILLHAUS APTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508)529-4460	ONGOING
	ST. MATHIEU'S APTS	J KARAM MANAGEMENT	MARTHA REED	(508)679-8353	ONGOING
JANITORIAL	APPLE VILLAGE	APT MANAGEMENT	GAIL BOLTON	(508)927-2606	ONGOING
JANITORIAL SUPPLIES	BERKSHIRETOWN	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	ELMWOOD TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
JANITORIAL SUPPLIES (CONT.)	GREEN HILL TOWER	CORNERSTONE CORP	JANE HUTCHINS	(508)755-6062	ONGOING
	HADLEY WEST APTS	PEABODY PROPERTIES	RICK TALLENT	(508)373-9571	ONGOING
	HARBOR LOFT APTS	CROWNINSHIELD MGMT	FRANK QUIRK	(617)598-4247	ONGOING
	HOLYOKE HILL	CORNERSTONE CORP	GLORIA HUNTER	(413)534-3963	ONGOING
	HOLYOKE TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	JOSEPH HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	LINCOLN VILLAGE	CORNERSTONE CORP	JILL OUELLETTE	(508)852-2521	ONGOING
	LINDEN TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	MALDEN GARDENS	CORNERSTONE CORP	JANET KING	(617)322-0580	ONGOING
	MCKINLEY HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	MICHAEL HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	MILLHAUS APTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508)529-4460	ONGOING
	NORTHERN HEIGHTS	CORNERSTONE CORP	BRENDA DEAN	(413)734-3276	ONGOING
	PHEASANT HILL VILLAGE	WESTWOOD MANAGEMENT	SANDRA LEPORE	(413)789-1131	ONGOING
	PLEASANT PLAZA	CORNERSTONE CORP	NANCY PAGLIARO	(617)397-7515	ONGOING
	PROSPECT HEIGHTS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	RAMBLEWOOD APTS	CMS MANAGEMENT	MARIE MORREALE	(617)767-3636	ONGOING
	ROCKLAND PLACE	CORNERSTONE CORP	JEANNE FULLER-JONES	(617)871-2323	ONGOING
	SHERWOOD VILLAGE	CORNERSTONE CORP	DONNA SANTOS	(508)651-1811	ONGOING
	SYCAMORE HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	WILBRAHAM COMMONS	WESTWOOD MANAGEMENT	DOROTHY PALUCK	(413)596-8372	ONGOING
	WORTHY APARTMENTS	CORNERSTONE CORP	JOYCE BLAIN	(413)736-2502	ONGOING
LANDSCAPING	BERKSHIRETOWN	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	BLAKE ESTATES I & II	BEACON RESIDENTIAL	MAUREEN E STETSON	(617)364-5277	ONGOING
	ELMWOOD TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	HAMPSHIRE PINE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	HOLYOKE TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	INDIAN MOTOCYCLE	PEABODY PROPERTIES	ADDIE HARRIS	(413)734-2955	ONGOING
	JARVIS HEIGHTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	JOSEPH HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	LEEDS VILLAGE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	LINDEN TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	MCKINLEY HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	MEADOWBROOK APTS	MCNEIL MANAGEMENT	PAUL PLATEK	(413)586-2647	ONGOING
	MICHAEL HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	NEWCASTLE/SARANAC APTS	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	NORTHEAST APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	PRESCOTT MILL	MEREDITH MANAGEMENT	RICHARD CZERMAK	(508)368-8500	ONGOING
	PROSPECT HEIGHTS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	ROLLING GREEN MILFORD	MEREDITH MANAGEMENT	JIM KERR	(508)478-0400	ONGOING
	SARGEANT ARMS APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	SUMMIT HILL APTS	FEDERAL MANAGEMENT	CARMEN NIEVES	(413)733-1800	ONGOING
	SYCAMORE HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	WHITTIER TERRACE	BEACON RESIDENTIAL	JOSEPH SALVIA	(508)791-1472	ONGOING
LAWN CARE	MILLHAUS APTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508)529-4460	ONGOING
	CLARK HOUSE	JCM MANAGEMENT CO	ELIZABETH MASSEY	(413)256-0141	ONGOING
	HERITAGE GREEN	MEREDITH MANAGEMENT	ED MERRIAM	(508)347-2200	ONGOING
LAWN TREATMENT	OLYMPIA TOWERS	THE BOSTON LAND COMPANY	WAYNE S MARTIN	(508)996-3111	ONGOING
	TABER MILL APTS	THE BOSTON LAND COMPANY	WAYNE S MARTIN	(508)996-3111	ONGOING
	BEDFORD VILLAGE	S-C MANAGEMENT	BETTY TENWOLDE	(617)275-1038	ONGOING
LINOLEUM	INDIAN MOTOCYCLE	PEABODY PROPERTIES	ADDIE HARRIS	(413)734-2955	ONGOING
	PHEASANT HILL VILLAGE	WESTWOOD MANAGEMENT	SANDRA LEPORE	(413)789-1131	ONGOING
	RIVERVIEW MEADOWS	DOUGLAS A KING BUILDERS	DIERDRE AMES	(508)880-3727	ONGOING
LOCK & KEY SERVICE MAINTENANCE SUPPLIES	BRIGHTON GARDENS APTS	LOMBARDI CORP	LOUIS M LOMBARDI	(617)254-7721	ONGOING
	713 DUDLEY STREET ASSOC.	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	CAST I	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	EBENEZER HOMES	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	GREEN HILL TOWER	CORNERSTONE CORP	JANE HUTCHINS	(508)755-6062	ONGOING
	HOLYOKE HILL	CORNERSTONE CORP	GLORIA HUNTER	(413)534-3963	ONGOING
	LINCOLN VILLAGE	CORNERSTONE CORP	JILL OUELLETTE	(508)852-2521	ONGOING

As of
June 1997

(List does not include
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Disposition Program
Opportunities)

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
MAINTENANCE SUPPLIES (CC+T.)	MALOEN GARDENS	CORNERSTONE CORP	JANET KING	(617)322-0580	ONGOING
	NEWCASTLE/SARANAC APTS	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	NORTHERN HEIGHTS	CORNERSTONE CORP	BRENDA DEAN	(413)734-3276	ONGOING
	PLEASANT PLAZA	CORNERSTONE CORP	NANCY PAGLIARO	(617)397-7515	ONGOING
	ROCKLAND PLACE	CORNERSTONE CORP	JEANNE FULLER-JONES	(617)871-2323	ONGOING
	SHERWOOD VILLAGE	CORNERSTONE CORP	DONNA SANTOS	(508)651-1811	ONGOING
	WORTHY APARTMENTS	CORNERSTONE CORP	JOYCE BLAIN	(413)736-2502	ONGOING
MASONRY	713 DUDLEY STREET ASSOC.	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	CAST I	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	COLUMBIA RD PROPERTIES	MALONEY PROPERTIES	ELENA VILLAFUERTE	(617)288-3490	ONGOING
	EBENEZER HOMES	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	HAMPSHIRE PINE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	HARBOR LOFT APTS	CROWNINSHIELD MGMT	FRANK QUIRK	(617)598-4247	ONGOING
	JAMES STEAM MILL	DAVIS REALTY	SUSAN L SANDERCOCK	(508)465-5166	ONGOING
	JARVIS HEIGHTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617)581-5100	ONGOING
	LEEDS VILLAGE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	NORTHEAST APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	SARGEANT ARMS APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	HARBOR LOFT APTS	CROWNINSHIELD MGMT	FRANK QUIRK	(617)598-4247	ONGOING
	KINGS' BEACH TOWERS	CROWNINSHIELD MGMT	JOEY THOMPSON	(617)581-5100	ONGOING
	TANNERY I APTS	CROWNINSHIELD MGMT	WALTER GORMAN	(508)532-4800	ONGOING
MECHANICAL	WHITTIER TERRACE	BEACON RESIDENTIAL	JOSEPH SALVIA	(508)791-1472	ONGOING
	GREEN HILL TOWER	CORNERSTONE CORP	JANE HUTCHINS	(508)755-6062	ONGOING
	HAMPSHIRE PINE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
MULCH (MATERIAL ONLY)	HOLYOKE HILL	CORNERSTONE CORP	GLORIA HUNTER	(413)534-3963	ONGOING
	JARVIS HEIGHTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	LEEDS VILLAGE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
OFFICE SUPPLIES	LINCOLN VILLAGE	CORNERSTONE CORP	JILL OUELLETTE	(508)852-2521	ONGOING
	MALDEN GARDENS	CORNERSTONE CORP	JANET KING	(617)322-0580	ONGOING
	NORTHEAST APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
OVERHANG REPAIRS PAINTING	NORTHERN HEIGHTS	CORNERSTONE CORP	BRENDA DEAN	(413)734-3276	ONGOING
	PHEASANT HILL VILLAGE	WESTWOOD MANAGEMENT	SANDRA LEPORE	(413)789-1131	ONGOING
	PLEASANT PLAZA	CORNERSTONE CORP	NANCY PAGLIARO	(617)397-7515	ONGOING
	RAMBLEWOOD APTS	CMS MANAGEMENT	MARIE MORREALE	(617)767-3636	ONGOING
	ROCKLAND PLACE	CORNERSTONE CORP	JEANNE FULLER-JONES	(617)871-2323	ONGOING
	ROLLING GREEN @ AMHERST	MEREDITH MANAGEMENT	FRAN MILESKE	(413)253-3000	ONGOING
	SARGEANT ARMS APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	SHERWOOD VILLAGE	CORNERSTONE CORP	DONNA SANTOS	(508)651-1811	ONGOING
	SUMMIT HILL APTS	FEDERAL MANAGEMENT	CARMEN NIEVES	(413)733-1800	ONGOING
	WILBRAHAM COMMONS	WESTWOOD MANAGEMENT	DOROTHY PALUCK	(413)596-8372	ONGOING
	WORTHY APARTMENTS	CORNERSTONE CORP	JOYCE BLAIN	(413)736-2502	ONGOING
	CHATHAM WEST I & II	BEACON RESIDENTIAL	NEIL YOUNG	(508)580-1404	ONGOING
	BORDEN PLACE APTS	PEABODY PROPERTIES	PATRICIA LOMBA-STINSON	(508)673-8410	ONGOING
	BROOKSIDE TERRACE APTS	MEREDITH MANAGEMENT	DAVE BENNETT	(508)764-7675	ONGOING
	CEFALO MEMORIAL	M B MANAGEMENT	KEVIN PLOURDE	(617)662-0223	ONGOING
	COLUMBIA RD PROPERTIES	MALONEY PROPERTIES	ELENA VILLAFUERTE	(617)288-3490	ONGOING
	COTTAGE BROOK APTS	MALONEY PROPERTIES	MARK KELLY	(617)442-1444	ONGOING
	GARDNER TERRACE	FEDERAL MANAGEMENT	DEBRA LESIEUR	(508)226-3457	ONGOING
	GREEN HILL TOWER	CORNERSTONE CORP	JANE HUTCHINS	(508)755-6062	ONGOING
	HANO STREET APTS	MALONEY PROPERTIES	JOYCE MCMAHON	(617)449-7887	ONGOING
	HAYNES HOUSE	MALONEY PROPERTIES	VUTH PICK	(617)541-2077	ONGOING
	HIGHLAND VILLAGE	MEREDITH MANAGEMENT	TED CHLISZCZYK	(413)967-3822	ONGOING
	HOLYOKE HILL	CORNERSTONE CORP	GLORIA HUNTER	(413)534-3963	ONGOING
	LIBERTY PINES APTS	THE BOSTON LAND COMPANY	MARK DONNELLY	(508)384-7949	ONGOING
	LINCOLN VILLAGE	CORNERSTONE CORP	JILL OUELLETTE	(508)852-2521	ONGOING
	LORD MANOR	WESTON ASSOCIATES	GEORGE KAY	(508)452-5575	ONGOING
	MADISON PARK VILLAGE	MALONEY PROPERTIES	VUTH PICK	(617)541-2077	ONGOING
	MALDEN GARDENS	CORNERSTONE CORP	JANET KING	(617)322-0580	ONGOING
	MARKET MILL APTS	PEABODY PROPERTIES	MARK REGAN	(508)454-2539	ONGOING

We would like your feedback on this issue of *CEO*. Please take a few minutes to complete the following questions.

How did you receive *CEO*?

- ☐ mail
☐ from business associate/friend
☐ from MHFA
☐ other

Are you a:

- ☐ MBE
☐ WBE
☐ Management Company
☐ Other (please specify) _____

Which of the information provided in *CEO* was most helpful to you?

- ☐ Program Information
☐ MBE/Housing Industry Profiles
☐ Contract Opportunities
☐ Other (please specify) _____

Are there issues/areas we did not cover in the newsletter that you would like to see covered in future editions?

What are those areas?

(optional)

Name _____

Firm/Address _____

Telephone # _____

- ☐ Check here if you would like to be added to the *CEO* mailing list. (Be sure to fill out the above.)



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TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
PAINTING (CONT.)	MEADOWBROOK APTS	MCNEIL MANAGEMENT	PAUL PLATEK	(413)586-2647	ONGOING
	MILLHAUS APTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508)529-4460	ONGOING
	NORTHERN HEIGHTS	CORNERSTONE CORP	BRENDA DEAN	(413)734-3276	ONGOING
	OAK HILL APARTMENTS	ALLEN MANAGEMENT	JAMES STOCKLEY	(413)499-4099	ONGOING
	PLEASANT PLAZA	CORNERSTONE CORP	NANCY PAGLIARO	(617)397-7515	ONGOING
	PRESCOTT MILL	MEREDITH MANAGEMENT	RICHARD CZERMAK	(508)368-8500	ONGOING
	ROCKLAND PLACE	CORNERSTONE CORP	JEANNE FULLER-JONES	(617)871-2323	ONGOING
	ROLLING GREEN MILFORD	MEREDITH MANAGEMENT	JIM KERR	(508)478-0400	ONGOING
	ROLLING GREEN @ AMHERST	MEREDITH MANAGEMENT	FRAN MILESKI	(413)253-3000	8/31/97
	ROYAL WORCESTER APTS	STATE STREET DEVELOP.	LINDA NASH	(508)755-1406	ONGOING
	SHERWOOD VILLAGE	CORNERSTONE CORP	DONNA SANTOS	(508)651-1811	ONGOING
	SOLEMAR	CLAREMONT MANAGEMENT	VALERIE ALVES	(508)997-6585	ONGOING
	STONE BROOK FARM	THE BOSTON LAND COMPANY	DEB SEMERARO	(617)229-4889	ONGOING
	WATERWAY APTS	WINGATE MANAGEMENT	JOY H AGNELLI	(508)534-0390	ONGOING
	WHITTIER TERRACE	BEACON RESIDENTIAL	JOSEPH SALVIA	(508)791-1472	ONGOING
	WILBRAHAM COMMONS	WESTWOOD MANAGEMENT	DOROTHY PALUCK	(413)596-8372	ONGOING
	WORTHY APARTMENTS	CORNERSTONE CORP	JOYCE BLAIN	(413)736-2502	ONGOING
PAINTING SUPPLIES	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S ALLEN	(617)783-4271	ONGOING
PATIO REPOINTING	WHITTIER TERRACE	BEACON RESIDENTIAL	JOSEPH SALVIA	(508)791-1472	ONGOING
PAVING	713 DUDLEY STREET ASSOC.	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	APPLE VILLAGE	APT MANAGEMENT	GAIL BOLTON	(508)927-2606	ONGOING
	HADLEY WEST APTS	PEABODY PROPERTIES	RICK TALLENT	(508)373-9571	ONGOING
	HAMPSHIRE PINE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	HIGHLAND VILLAGE	MEREDITH MANAGEMENT	TED CHLISZCZYK	(413)967-3822	ONGOING
	HILLCREST ACRES	HILLCREST ACRES ASSOC.	FRANCIS BRAZIL	(508)226-2016	ONGOING
	JAMES STEAM MILL	DAVIS REALTY	SUSAN L SANDERCOCK	(508)465-5166	ONGOING
	JARVIS HEIGHTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	LEEDS VILLAGE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	MARCUS GARVEY GARDEN	CORNU MANAGEMENT	CHESTERFIELD ADAMS	(617)442-0281	ONGOING
	MEADOWBROOK APTS	MCNEIL MANAGEMENT	PAUL PLATEK	(413)586-2647	ONGOING
	NEWCASTLE/SARANAC APTS	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	NORTHEAST APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	PHEASANT HILL VILLAGE	WESTWOOD MANAGEMENT	SANDRA LEPORE	(413)789-1131	ONGOING
	SARGEANT ARMS APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	SKYLINE DRIVE APTS	SKYLINE MANAGEMENT CO	BILL AULD	(617)843-1345	ONGOING
	TANNERY I APTS	CROWNINSHIELD MGMT	WALTER GORMAN	(508)532-4800	ONGOING
	WESTWOOD GLEN	MCNEIL MANAGEMENT	BONNIE L FINLEY	(617)762-4800	ONGOING
	OLYMPIA TOWERS	THE BOSTON LAND COMPANY	WAYNE S MARTIN	(508)996-3111	ONGOING
	RIVERVIEW MEADOWS	DOUGLAS A KING BUILDERS	DIERDRE AMES	(508)880-3727	ONGOING
PEST CONTROL	TABER MILL APTS	THE BOSTON LAND COMPANY	WAYNE S MARTIN	(508)996-3111	ONGOING
PLUMBING	713 DUDLEY STREET ASSOC.	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	BRIGHTON GARDENS APTS	LOMBARDI CORP	LOUIS M LOMBARDI	(617)254-7721	ONGOING
	CAST I	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	COLONIAL APTS	WESTON ASSOCIATES	GLORIA RAKONZA	(508)632-4224	ONGOING
	COTTAGE BROOK APTS	MALONEY PROPERTIES	MARK KELLY	(617)442-1444	ONGOING
	EBENEZER HOMES	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	HADLEY WEST APTS	PEABODY PROPERTIES	RICK TALLENT	(508)373-9571	ONGOING
	HANO STREET APTS	MALONEY PROPERTIES	JOYCE MCMAHON	(617)449-7887	ONGOING
	HAYNES HOUSE	MALONEY PROPERTIES	VUTH PICK	(617)541-2077	ONGOING
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617)581-5100	ONGOING
	MADISON PARK VILLAGE	MALONEY PROPERTIES	VUTH PICK	(617)541-2077	ONGOING
	MARKET MILL APTS	PEABODY PROPERTIES	MARK REGAN	(508)454-2539	ONGOING
	NEWCASTLE/SARANAC APTS	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S ALLEN	(617)783-4271	ONGOING
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617)581-5100	ONGOING
	RAMBLEWOOD APTS	CMS MANAGEMENT	MARIE MORREALE	(617)767-3636	ONGOING
	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S ALLEN	(617)783-4271	ONGOING
	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S ALLEN	(617)783-4271	ONGOING
	ROLLING GREEN @ AMHERST	MEREDITH MANAGEMENT	FRAN MILESKI	(413)253-3000	8/31/97
	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S ALLEN	(617)783-4271	ONGOING
PLUMBING SUPPLIES					
POOL REPAIRS					
POOL SUPPLIES					
PRINTING					

**As of
June 1997**

*(List does not include
Demonstration
Disposition Program
Opportunities)*

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
PROPERTY MANAGER	MORANT BAY ASSOC.	LONG BAY MANAGEMENT	MAGDELINE MATIAS	(617)541-5510	ONGOING
REFINISHING STAIRS	OAK HILL APARTMENTS	ALLEN MANAGEMENT	JAMES STOCKLEY	(413)499-4099	ONGOING
REFRIGERATORS	GARDNER TERRACE	FEDERAL MANAGEMENT	DEBRA LESIEUR	(508)226-3457	ONGOING
REPOINTING	ACADEMY KNOLL APTS	APT MANAGEMENT	KERRIE MACOUARRIE	(508)481-2330	ONGOING
	GARDNER TERRACE	FEDERAL MANAGEMENT	DEBRA LESIEUR	(508)226-3457	ONGOING
	MARCUS GARVEY GARDEN	CORNU MANAGEMENT	CHESTERFIELD ADAMS	(617)442-0281	ONGOING
RESEALING	ROYAL WORCESTER APTS	STATE STREET DEVELOP.	LINDA NASH	(508)755-1406	ONGOING
RESTRIPING	BLAKE ESTATES I & II	BEACON RESIDENTIAL	MAUREEN E STETSON	(617)364-5277	ONGOING
	PALMER GREEN ESTATES	BEACON RESIDENTIAL	NANCY SILVA	(413)283-9753	8/1/97
RETAINING WALL REPAIRS	MARCUS GARVEY GARDEN	CORNU MANAGEMENT	CHESTERFIELD ADAMS	(617)442-0281	ONGOING
ROOFING	713 DUDLEY STREET ASSOC.	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	APPLE VILLAGE	APT MANAGEMENT	GAIL BOLTON	(508)927-2606	ONGOING
	BEDFORD VILLAGE	S-C MANAGEMENT	BETTY TENWOLDE	(617)275-1038	ONGOING
	BROOKSIDE TERRACE APTS	MEREDITH MANAGEMENT	DAVE BENNETT	(508)764-7675	ONGOING
	CAST I	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	COLUMBIA RD PROPERTIES	MALONEY PROPERTIES	ELENA VILLAFUERTE	(617)288-3490	ONGOING
	EBENEZER HOMES	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	GREENFIELD ACRES	G.A. MANAGEMENT	JIM HUGHES	(508)238-4366	6/30/97
	HAMPSHIRE PINE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	HIGHLAND VILLAGE	MEREDITH MANAGEMENT	TED CHLISZCZYK	(413)967-3822	ONGOING
	JARVIS HEIGHTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	LEEDS VILLAGE APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	MEADOWBROOK APTS	MCNEIL MANAGEMENT	PAUL PLATEK	(413)586-2647	ONGOING
	NEWCASTLE/SARANAC APTS	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	NORTHEAST APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	POWER TOWN APTS	ALLEN MANAGEMENT COMPANY	SHARON COTTRELL	(413)863-9433	ONGOING
	ROYAL WORCESTER APTS	STATE STREET DEVELOP.	LINDA NASH	(508)755-1406	ONGOING
	SARGEANT ARMS APTS	MARKEN PROPERTIES	CAROL A TARNOWSKI	(413)539-9500	6/15/97
	ST. MATHIEU'S APTS	J KARAM MANAGEMENT	MARTHA REED	(508)679-8353	ONGOING
SCREEN REPLACEMENT	713 DUDLEY STREET ASSOC.	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	CAST I	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	EBENEZER HOMES	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
	NEWCASTLE/SARANAC APTS	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
SEALCOATING	SKYLINE DRIVE APTS	SKYLINE MANAGEMENT CO	BILL AULD	(617)843-1345	ONGOING
	WHITTIER TERRACE	BEACON RESIDENTIAL	JOSEPH SALVIA	(508)791-1472	ONGOING
SEALING	COTTON MILL APTS	FEDERAL MANAGEMENT	JONATHAN N DONAHUE	(617)482-8925	ONGOING
	GREENFIELD ACRES	G.A. MANAGEMENT	JIM HUGHES	(508)238-4366	6/30/97
SECURITY	HADLEY WEST APTS	PEABODY PROPERTIES	RICK TALLENT	(508)373-9571	ONGOING
	INDIAN MOTOCYCLE	PEABODY PROPERTIES	ADDIE HARRIS	(413)734-2955	ONGOING
SECURITY DOORS	BROOKSIDE TERRACE APTS	MEREDITH MANAGEMENT	DAVE BENNETT	(508)764-7675	ONGOING
SEPTIC PUMPING	PILOT GROVE	THE COMMUNITY BUILDERS	RAY FROST	(508)897-0313	8/1/97
SEWER TREATMENT	HAYNES HOUSE	MALONEY PROPERTIES	VUTH PICK	(617)541-2077	ONGOING
	MADISON PARK VILLAGE	MALONEY PROPERTIES	VUTH PICK	(617)541-2077	ONGOING
SHUFFLEBOARD COURTS	PHEASANT HILL VILLAGE	WESTWOOD MANAGEMENT	SANDRA LEPORE	(413)789-1131	ONGOING
SIDEWALK REPLACEMENT	CASTLE SQUARE APTS	WINN MANAGEMENT	MICHAEL CLARKE	(617)426-5517	ONGOING
	GARDNER TERRACE	FEDERAL MANAGEMENT	DEBRA LESIEUR	(508)226-3457	ONGOING
SIDEWALK/CURB CUTS	PALMER GREEN ESTATES	BEACON RESIDENTIAL	NANCY SILVA	(413)283-9753	8/1/97
SIGNS	MILLHAUS APTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508)529-4460	ONGOING
SNOW REMOVAL	BERKSHIRETOWN	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	BORDEN PLACE APTS	PEABODY PROPERTIES	PATRICIA LOMBA-STINSON	(508)673-8410	ONGOING
	BRIGHTON GARDENS APTS	LOMBARDI CORP	LOUIS M LOMBARDI	(617)254-7721	ONGOING
	ELMWOOD TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	HOLYOKE TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	INDIAN MOTOCYCLE	PEABODY PROPERTIES	ADDIE HARRIS	(413)734-2955	ONGOING
	JOSEPH HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	LINDEN TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	MCKINLEY HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	MICHAEL HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	PROSPECT HEIGHTS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	SYCAMORE HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
SPRINKLERS	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S ALLEN	(617)783-4271	ONGOING
STAINING	CHATHAM WEST I & II	BEACON RESIDENTIAL	NEIL YOUNG	(508)580-1404	ONGOING
	MEADOWBROOK APTS	MCNEIL MANAGEMENT	PAUL PLATEK	(413)586-2647	ONGOING
	WHITTIER TERRACE	BEACON RESIDENTIAL	JOSEPH SALVIA	(508)791-1472	ONGOING
STAIR REPAIRS	COTTON MILL APTS	FEDERAL MANAGEMENT	JONATHAN N DONAHUE	(617)482-8925	ONGOING
STORAGE SHED	ROLLING GREEN @ AMHERST	MEREDITH MANAGEMENT	FRAN MILESKE	(413)253-3000	8/31/97
STRIPING	COTTON MILL APTS	FEDERAL MANAGEMENT	JONATHAN N DONAHUE	(617)482-8925	ONGOING
	FALLS VIEW APTS	ALLANDALE MANAGEMENT CO	VI BALDWIN	(413)594-5113	ONGOING
	GREENFIELD ACRES	G.A. MANAGEMENT	JIM HUGHES	(508)238-4366	6/30/97
	SKYLINE DRIVE APTS	SKYLINE MANAGEMENT CO	BILL AULD	(617)843-1345	ONGOING
THERMOSTAT REPLACEMENT	DOM NARODOWY POLSKI	MB MANAGEMENT	MARIANNE PULASKI	(413)592-0686	ONGOING
TILING	SUMMIT HILL APTS	FEDERAL MANAGEMENT	CARMEN NIEVES	(413)733-1800	ONGOING
TRASH REMOVAL	BEDFORD VILLAGE	S-C MANAGEMENT	BETTY TENWOLDE	(617)275-1038	ONGOING
	BERKSHIRETOWN	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	BORDEN PLACE APTS	PEABODY PROPERTIES	PATRICIA LOMBA-STINSON	(508)673-8410	ONGOING
	CHATHAM WEST I & II	BEACON RESIDENTIAL	NEIL YOUNG	(508)580-1404	ONGOING
	ELMWOOD TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	HOLYOKE TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	JOSEPH HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	LINDEN TOWERS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	MCKINLEY HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	MICHAEL HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	PROSPECT HEIGHTS	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
	SYCAMORE HOUSE	APPLETON CORPORATION	KATRI WALKER	(413)536-8048	ONGOING
TRIM BOARD REPLACEMENT	PALMER GREEN ESTATES	BEACON RESIDENTIAL	NANCY SILVA	(413)283-9753	8/1/97
UNIFORMS	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S ALLEN	(617)783-4271	ONGOING
VANITY REPLACEMENT	MARCUS GARVEY GARDEN	CORNU MANAGEMENT	CHESTERFIELD ADAMS	(617)442-0281	ONGOING
VINYL REPLACEMENT	FALLS VIEW APTS	ALLANDALE MANAGEMENT CO	VI BALDWIN	(413)594-5113	ONGOING
	MEADOWBROOK APTS	MCNEIL MANAGEMENT	PAUL PLATEK	(413)586-2647	ONGOING
WATERPROOFING	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S ALLEN	(617)783-4271	ONGOING
	CASTLE SQUARE APTS	WINN MANAGEMENT	MICHAEL CLARKE	(617)426-5517	ONGOING
	EBENEZER HOMES	THE ABRAMS MANAGEMENT CO	MATT BELL	(617)424-1300	ONGOING
WINDOW CLEANING	CEFALO MEMORIAL	M B MANAGEMENT	KEVIN PLOURDE	(617)662-0223	ONGOING
	RAMBLEWOOD APTS	CMS MANAGEMENT	MARIE MORREALE	(617)767-3636	ONGOING
	WHITTIER TERRACE	BEACON RESIDENTIAL	JOSEPH SALVIA	(508)791-1472	ONGOING
WINDOWS	BEACHMONT APTS	CROWNINSHIELD MGMT	DAN CROCE	(617)593-5700	ONGOING
	BEDFORD VILLAGE	S-C MANAGEMENT	BETTY TENWOLDE	(617)275-1038	ONGOING
	DOM NARODOWY POLSKI	MB MANAGEMENT	MARIANNE PULASKI	(413)592-0686	ONGOING
	HARBOR LOFT APTS	CROWNINSHIELD MGMT	FRANK QUIRK	(617)598-4247	ONGOING
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617)581-5100	ONGOING
	MILLHAUS APTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508)529-4460	ONGOING
	OLYMPIA TOWERS	THE BOSTON LAND COMPANY	WAYNE S MARTIN	(508)996-3111	ONGOING
	TABER MILL APTS	THE BOSTON LAND COMPANY	WAYNE S MARTIN	(508)996-3111	ONGOING
	WATERWAY APTS	WINGATE MANAGEMENT	JOY H AGNELLI	(508)534-0390	ONGOING

As of
June 1997

(List does not include
Demonstration
Disposition Program
Opportunities)

Vendor List Available

The MHFA maintains a list of MBE vendors, by trade category, for interested MHFA management companies. The list consists of vendors who have participated in MHFA-sponsored trade fairs and/or training programs as well as vendors currently doing business with MHFA-financed developments.

To receive or be added to the list, contact Ken Thompson, Senior Equal Opportunity Analyst, at (617) 854-1826.

Owner Controlled Insurance Program

MHFA has secured professional insurance brokerage and project administration services for an Owner Controlled Insurance Program (OCIP) which will cover the rehabilitation and reconstruction of HUD-owned properties under the Demonstration Disposition Program (Demonstration).

The Agency has designated the firm of Sedgwick James/West Insurance as the approved broker/administrator for the OCIP.

"This program will provide insurance coverage for general contractors and subcontractors of every tier, and all workers dedicated to a job site," said Bonnie Hebert, Senior Vice President of Sedgwick James.

An OCIP involves the bulk purchase of uniform insurance coverage by MHFA with enrollment of contractors, and a single program administrator to coordinate loss prevention and claims. The purpose of this plan is to provide MHFA with an opportunity to control

both the administrative and cost elements of this large construction project insurance budget.

"This program is an alternative way of purchasing insurance, rather than the general contractor and subcontractor buying it on their own," said MHFA Director of Administration Regina McCrann.

The OCIP will cover workers' compensation, commercial general liability and excess liability insurance and builder's risk insurance. The plan does not cover specific non-dedicated jobs like truck drivers, architects and surveyors who come to the job site and then leave after performing a certain duty. Hazardous materials abatement is also not covered in this program. The general contractor is required to carry this type of insurance.

Call E. Lisa Faria at Sedgwick James at (617) 357-6715 for more information on this plan. ■

MHFA recently provided 21 students from the Quincy E. Dickerman School in Dorchester with \$25 each to open their own bank accounts. The fifth-grade students opened accounts at the Boston Bank of Commerce, New England's only minority-owned bank. While at the bank, the students met with Boston Bank of Commerce's Vice President and Commercial Loan Officer James Mundy (left, back row). Sponsored through MHFA's STARR (Striving Toward Academic Recognition and Respect) Mentor Program, the trip to the bank not only provided an introduction to banking, but also offered valuable role models for the minority students.

CATA Loans Available



The Collateral and Technical Assistance (CATA) Loan Program provides up to \$50,000 to certified M/WBEs that have contracts with the Demonstration Disposition Program. CATA Loans offer a fixed interest rate for the term of the loan with no closing fees or points; the loan also features technical assistance and a simplified application process.

Contact Jonathan Zinman of the Massachusetts Community Development Finance Corporation at (617) 482-9141 for information regarding the CATA Loan Program.

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Steven D. Pierce Executive Director

Thomas R. Gleason Deputy Director

Wilson Henderson Director of Equal Opportunity

Call (617) 854-1820 regarding CEO mailings or story ideas.



